



# Sheffield Platers

**Survival and Beyond**  
**What it take's to survive in the**  
**forever changing Plating Industry**  
**A**  
**Sheffield Platers Story**





# Sheffield Platers

## HISTORY / BIO

- Founded: 1946 by Grandfather of current owners
- Owners: Dale Watkins, President, Environmental compliance officer
- Mark Watkins, Vice President, National sales director
- Shelley Watkins, Treasure
- Location: Sorrento Mesa since 1994
- Job Shop Manufacturer





# Sheffield Platers

## FACILITY 9850 WAPLES ST

- 20,000 sq Ft
- 150 tanks
- Zero discharge to the POTW
- 49 team members





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## What We Plate!

Electronics, Laser,  
Medical, Golf,  
Semiconductor,  
Hotel Holloware,  
House wares





# Sheffield Platers

## Mission Statement

- To be a World – Class metal finishing organization  
Committed to excellence in customer service, value and market superiority.
- To lead our Company with clear environmental ethics supported by top management and backed by corporate resources.





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## ROAD TO COMPLIANCE A choice

- The choice is ours to make.
- We will pay either way we go.
- I have written a check or two to the county and I would much rather invest into my facility and not their salaries.
- Every choice we make, good or bad, about compliance today effects us for years down the road.







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## ROAD TO COMPLIANCE

- As president I spend 30% of my time managing environmental & safety issues.
- Why ? because I can go to jail if they are not managed correctly.
- Our goal at Sheffield Platers is sustainable development of our environmental & safety compliance programs.
- Result is to have a sustainable family business for generations to come.
- This is our choice





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## ROAD TO COMPLIANCE step by step

1. The goals are simple, sustainability for our families and our business.
2. Develop a business plan and model to achieve our personal goals as well as the companies goals (compliance & profit ).
3. Develop and diversify our process line in a way that allows us to target many segments of the manufacturing industry.
4. Market segmentation and differentiation







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## ROAD TO Compliance Step by Step

6. Develop and market the process that gives you the biggest return, don't just fill up your shop.
7. Truly know and understand the cost of doing business in a very unfriendly business climate in CA.
8. No that your pricing structure per part is accurate.
9. Now do you make enough money to stay in compliance?  
If Yes, then great.  
If No, then there are hard choices to be made.





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## ROAD TO COMPAINCE THE FACILITY

- Zero discharge to the POTW
- No tired permitting regs, this is **Huge**.
- No industrial discharge permit
- Cost turn key system \$140,000+
- Build yourself \$40,000 to \$70,000
- Technology
- **Electrodialysis**
- **Carbon polishing**
- **Ion exchange**
- **Multi media**
- **Clarifier**
- **Hydroxide perception**
- **Water Distilling unit**
- **All other up stream modifications**
- **H2O 600 gallons per day**





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Zero Discharge treatment equipment





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## Managing hazardous waste





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## FORM O Hazardous Waste Procedures

We must all take into consideration the effects of hazardous chemicals in the Environment and the potential harm they can cause. We must adhere strictly to all State, federal & local regulations in regards to how we handle all chemicals, and Hazardous waste.

It is highly encouraged to bring to the management team any and all concerns about environmental, and safety issues. We must at all times support pollution prevention, in all waste streams, and continuously strive for improvement. We must strive for more source reduction or recycling of hazardous waste. If that is not possible the waste should be treated in an environmentally safer manner to minimize the present and future threat to human health and the environment. We all must know that everything we generate will be here with us for ever. Refer to discipline procedures for any one who does not adhere to these. *You will be prosecuted to the fullest extent possible. Keep in mind the ethical standards we should all live by. We all know what is right or wrong.*

1. All waste streams having the potential to be a hazardous waste must be looked at very carefully.

2. Listed below are some typical Items that are a hazardous waste

- A. Grindings from grinder in repair room*
- B. Shavings from band saw in repair room*
- C. Shavings from drill press in repair room.*
- D. Metal scrap from repair room.*
- E. Solder dripping on counter or floor of repair room.*
- F. Water used in repair room needs to be treated.*
- G. Floor sweepings in repair room.*
- H. Tank filter cartridge, filter bags.*
- I. Filter cake*
- J. Mop water*
- K. Rags from cleaning up the tanks.*
- L. Old PVC piping*
- M. Polishing room floor sweepings.*
- N. Polishing room cyclone dust.*
- O. Polishing room wheels.*
- P. Any and all laboratory waste.*

3. All the items must be disposed of in proper procedures with the CCR Title 22 66262.34 662265.173.

4. All Waste should be placed in properly labeled containers and sealed tightly.

## DUMPSTER AND TRASH CAN PROCEDURES

1. All the people listed below have been trained and under stand these procedures.
2. These people are responsible for the guarantee that proper steps and guidelines are in place to keep hazardous waste out of the trash cans.
3. Prior to dumping of any trash cans they need to be inspected for hazardous waste contamination. This may include the following. Empty containers not properly rinsed out and drained.
  - B Dirty rags that have any discoloration.
  - C Wet news paper.
  - D Metal shavings or dust from any operation.
  - E Floor sweeping from any where in the shop.
  - F Any plating equipment and consumables, filters, bags, etc.
  - G Look to the Hazardous Waste Procedures, hand out for a lot more detail of potential hazardous waste.

4 If any of these items are found in the trash you must notify the management immediately. And we start to investigate at once and follow with disciplinary procedures.

5 At the end of every day one of the managers are to check the dumpster to make sure that there is no hazardous waste in there. If there is the management team will start an investigation as soon as possible.

**ONLY THIS PEOPLE ARE AUTHORIZED TO EMPTY THE TRASH.**

Name

Name

Name

Name

Dale Watkins President Sheffield Platers.







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## ROAD TO COMPAINCE THE FACILITY Day to Day Activities

- **House keeping is critical,** always paint floors, walls, containment walls, electrical conduit, tanks, roof. Everything needs to be painted
- Clean, floor, tanks, pumps, walls, pipes, tables, work stations,
- Train and retrain everybody for everything.
- As a owner you need to walk the floor hourly to check on all possible issues.
- I tell everyone that if you can't sleep with it or eat it, it is hazardous waste.
- Check all logs daily to ensure they are being done.
- You must be hands on at all times.
- Do not fight your battles at the door.
- Join organizations that can help you fight the battle .







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## ROAD TO COMPLIANCE

### Issues we the regulated communities face

- Inconsistence on interpretation of the regs from one inspector to the other.
- Very complicate regs that always reference another 12 sub-sections of the health and safety code.
- Redundancy of regs from one agency to the next.
- New inspectors who are unfamiliar with the plating industry.
- Taking a hard line on very minor infractions
- Not giving enough time to come into compliance.
- We need a safe resource with in HMD to go to for help.
- Pragmatic approach to regs when the environment is being protected and the intent of the law is being met.
- Not having the income to stay in compliance.





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## THE ROAD TO COMPLIANCE

- In conclusion we Small businesses ( platers) are faced with many issues by doing business here in California.
- Some of the problems we face, Very high energy costs, workers comp, Health Ins, Land cost, Labor costs,
- Platers by far are the heaviest regulated small businesses around.
- Take the time to walk us through the regs





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## Fire What was learned?

- Do not store concentrated chemicals near anything that can burn.
- Put copper coat grease on all wire connections
- Put containment ramps at doors., and sand in driveway
- Lower some sprinkler heads into ventilation.
- Use more S.S. for mounting things when possible.
- Turn everything off every night
- Make sure you have plenty of insurances, Greenspan public adjusters will do a free review.
- Thank the fire department for entering the building and shutting off the sprinklers.
- Give more tours to the local fire department and Haz Mat.

